



## PR/118522 | Business Development Manager (Cybersecurity)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1566533

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

December 23rd, 2025 03:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Role Overview**

Our partner company is looking for Business Development Manager, who familiar with CrowdStrike, to drive business growth in Thailand by managing reseller partners, building end-user pipeline, and supporting marketing activities. Work closely with internal teams and partners to achieve revenue goals.

**Key Responsibilities**

- Manage and grow sales pipeline with partners and end-users.
- Recruit and onboard reseller partners.
- Support marketing campaigns and events to generate leads.
- Ensure partners use available programs and tools effectively.
- Meet revenue and performance targets.

**Requirements**

- Bachelor's degree (MBA is a plus).
- 5+ years in technology sales, preferably cybersecurity.
- Strong knowledge of Thailand's channel ecosystem.
- Excellent communication and relationship-building skills.

**Preferred:**

- Vendor certifications and experience.
- Existing relationships with key partners.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description